

# Salesforce

## Exam Questions DEV-401

Building Applications with Force.com and Visualforce



#### NEW QUESTION 1

CORRECT TEXT

What is the maximum number of lookup fields you can have in a single object?

**Answer:**

**Explanation:** 25

#### NEW QUESTION 2

When a cross object formula references currency fields of a different currency to that on the record where the formula is used, Salesforce randomly picks one currency to use.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 3

While filling out positions, the hiring manager wants to view job responsibilities and job description at the top of the page; The recruiter wants to view the name of the hiring manager and the status at the top. Which tool would you use to meet this requirement?

- A. Record Types
- B. Field Level Security
- C. Page Layouts

**Answer:** C

#### NEW QUESTION 4

Which of the following statements are true? (Select all that apply.)

- A. The ISCHANGED function compares the value of a field with its previous value and returns TRUE if the values are different.
- B. If the values are the same, this function returns FALSE.
- C. The ISNUMBER function determines if a text value is a number and returns TRUE if it is; otherwise, it returns FALSE.
- D. The ISNEW function compares a text field to a regular expression

**Answer:** AB

#### NEW QUESTION 5

When are validation rules applied?

- A. When a user saves a record.
- B. When a user views a record.
- C. When a user exports a record.
- D. When a user reports on a record.

**Answer:** A

#### NEW QUESTION 6

Which of the following statements are true about a lookup relationship? (Select all that apply):

- A. A maximum of 2 relationships are allowed per object
- B. A lookup relationship can span to multiple layers
- C. A parent record is required for each child
- D. A lookup field is not a required field
- E. Access to parent determines access to children

**Answer:** BD

#### NEW QUESTION 7

CORRECT TEXT

Describe some situations where you might use the Developer Console or the Debug log to troubleshoot automated actions.

**Answer:**

**Explanation:** A workflow field update doesn't seem to be taking place: The field update may be working, but an Apex trigger may be overwriting the update. A record submitted for approval is not routed to the expected user: If there are multiple approval processes on a single object, users' record may be meeting the criteria for both, and the order may need to be changed.

#### NEW QUESTION 8

Identify the features of a workflow rule. (Select all that apply.)

- A. It triggers an action when a record meets the criteria for the rule.
- B. It can trigger only immediate actions.
- C. It is evaluated before the rule is created.
- D. It can be triggered on import of data.

**Answer:** AD

**NEW QUESTION 9**

Time-Dependent workflow can be used when a workflow rule is set to evaluate Every time a record is created or updated.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 10**

CORRECT TEXT

What is a page layout?

**Answer:**

**Explanation:** Defines the organization of fields, custom links and related lists on an object detail or edit page

**NEW QUESTION 10**

CORRECT TEXT

Define Sharing Rules

**Answer:**

**Explanation:** Created to grant access to records between users when access does not roll-up through the role hierarchy

**NEW QUESTION 13**

CORRECT TEXT

What can you do with Apex?

**Answer:**

**Explanation:** Write custom business logic

**NEW QUESTION 15**

A field hidden by field-level security is still visible through the API.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 16**

CORRECT TEXT

What is a custom Application?

**Answer:**

**Explanation:** Helps you store objects in 1 logical and easy to access location

**NEW QUESTION 19**

Interviewers should never be able to view a candidate's social security number. Which tool would you use to meet this requirement?

- A. Record types
- B. Field-level security
- C. Page Layouts
- D. Page Layouts with Record Types

**Answer:** B

#### NEW QUESTION 24

What are the different ways a flow can be deployed? (Select all that apply.)

- A. Custom button
- B. Custom link
- C. Visualforce page
- D. Apex trigger
- E. Field Updates
- F. Custom actions

**Answer:** ABC

#### NEW QUESTION 26

What are the permissions that allow a system administrator to manage an application? (select all that apply)

- A. View All Data
- B. Read
- C. Create
- D. Modify All Data
- E. Edit All Data

**Answer:** A

#### NEW QUESTION 31

CORRECT TEXT

Preserving Data Quality What would be a use case for validation rules utilizing REGEX formula function to enforce data format?

**Answer:**

**Explanation:** Postal/Zip Codes

#### NEW QUESTION 33

Identify the correct statements about dependent picklists (Select all that apply):

- A. Standard picklists can be controlling fields but not dependent fields
- B. The maximum number of values allowed in a controlling field is 400
- C. Before defining a dependency, you should ensure that your picklist has at least 1 value
- D. A custom multi-select picklist can be set at the controlling field for a dependent field
- E. If a field represents both a controlling field

**Answer:** ACE

#### NEW QUESTION 35

CORRECT TEXT

Who gets full access to a record?

**Answer:**

**Explanation:** 1. Record Owner  
2. User in a role higher than the owner in the role hierarchy  
3. Users with "Modify All Records" permission

#### NEW QUESTION 39

CORRECT TEXT

How many permission sets can you have in an organization?

**Answer:**

**Explanation:** 1000

#### NEW QUESTION 41

Which users can grant sharing privileges on a given record? (Select all that apply)

- A. System Administrators
- B. Manager
- C. Owner of the record
- D. Users above the owner of the record in the role hierarchy
- E. Users below the owner in the role hierarchy

**Answer:** ACD

#### NEW QUESTION 42

CORRECT TEXT

When setting up a validation rule, you must write the error condition formula and the

**Answer:**

**Explanation:** Error message

#### NEW QUESTION 43

CORRECT TEXT

What is the Declarative Interface?

**Answer:**

**Explanation:** A browser based powerful point and click tool. It makes configuring, customizing and building applications quick and easy.

#### NEW QUESTION 47

CORRECT TEXT

What is the name of the default public group to which all users are added?

**Answer:**

**Explanation:** All Internal Users

#### NEW QUESTION 52

Master Detail Relationship can contain a standard object on the detail side.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 54

What are the 4 Declarative Application building blocks of the User Interface? (Select all that apply)

- A. Visualforce Pages
- B. Applications
- C. Tabs
- D. Workflow
- E. Page Layouts
- F. Record Types

**Answer:** BCEF

#### NEW QUESTION 55

How can a developer restrict access to records?

- A. By changing the organization-wide defaults
- B. By creating manual sharing
- C. By creating a new role hierarchy
- D. By creating a public group

**Answer:** A

#### NEW QUESTION 60

CORRECT TEXT

Building Business Processes Describe the VLOOKUP Formula Function.

**Answer:**

**Explanation:** The VLOOKUP function returns a value by looking up a related value in a custom object. This function checks against a key and returns a value from that key. Similar to the VLOOKUP () function in Microsoft Excel. For example, users can check the state and zip code entered in a record against a table of states and zip codes to ensure that the state and zip code match.

#### NEW QUESTION 65

In a multistep process, when do you decide the decision criteria and approval assignment?

- A. Creating initial submission actions
- B. Defining recall actions
- C. Deciding step definition
- D. Setting final approval actions

**Answer:** C

**NEW QUESTION 68**

Reports can only display 1 child object at a time.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 73**

CORRECT TEXT

What are the 3 levels of access available through Organization-wide Defaults?

**Answer:**

**Explanation:** Public Read/write - View and edit all records Public Read Only - View all records Private - View only own records

**NEW QUESTION 76**

CORRECT TEXT

Preserving Data Quality How might you use validation rules to prevent data loss?

**Answer:**

**Explanation:** Validation rules in conjunction with a roll-up summary field can be used to prevent users from adding or deleting records. To create a validation rule:  
1. Build a roll-up summary on the parent object that sums the number of child records. 2. Create a validation rule on the parent object that conditionally prevents changes to the number listed in the roll- up summary field. If a user tries to add or delete a record, the validation rule prevents the user from doing that.

**NEW QUESTION 78**

CORRECT TEXT

What access can be granted through sharing rules?

**Answer:**

**Explanation:** Read/Write Read Only Full access cannot be granted through sharing rules.

**NEW QUESTION 82**

CORRECT TEXT

Describe a roll-up summary

**Answer:**

**Explanation:** Calculates values from a set of related records. Example: Calculate the sum of all invoice values related to an account record

**NEW QUESTION 84**

Which function verifies the format of the data?

- A. CASE
- B. ISNEW
- C. REGEX
- D. IF

**Answer:** C

**NEW QUESTION 89**

In a Lookup relationship, cross-object field updates and roll-up summary fields can be done.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 91

CORRECT TEXT

List the types of Data Element available to use in a flow (4 items)

**Answer:**

**Explanation:** Record Create Record Update Record Lookup Record Delete

#### NEW QUESTION 93

What can you use to limit available picklist options? (Choose 1)

- A. Page Layouts
- B. Record Types
- C. Field Level Security
- D. Profiles

**Answer:** B

#### NEW QUESTION 98

CORRECT TEXT

What can be done with Bulk API?

**Answer:**

**Explanation:** Load large amounts of data into the system

#### NEW QUESTION 99

Select the actions that can be associated with a workflow rule? (Select all that apply.)

- A. Send an email
- B. Send an outbound message
- C. Create a record
- D. Update a field
- E. Create a task
- F. Send an inbound message

**Answer:** ABDE

#### NEW QUESTION 104

CORRECT TEXT

What is the limit for cross-object formulas?

**Answer:**

**Explanation:** 10 unique relationships per object across all formulas and rules

#### NEW QUESTION 109

CORRECT TEXT

What is a cross-object formula?

**Answer:**

**Explanation:** Formulas that span to related objects and reference fields on those objects. These objects can even be across multiple levels of a relationship.

#### NEW QUESTION 113

What tools available to move migration changes (metadata)? (Select all that apply)

- A. Change Sets
- B. DataLoader
- C. Force.com IDE
- D. Force.com Migration Tool (ANT-Based)

**Answer:** ACD

#### NEW QUESTION 115

Approval processes are not available in a change set.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 120

CORRECT TEXT

What are Apex Sharing reasons?

**Answer:**

**Explanation:** Can be created declaratively but are used by developers to define reasons for access. Apex sharing reasons can be also selected when manually sharing a record. Exist only for custom objects.

#### NEW QUESTION 124

If a record no longer meets the time based workflow rule criteria, the action executes as originally triggered

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 128

Identify all statements that are true:

- A. If you remove access to an app from a profiles, the users in that profile will still be able to see the tabs in that application.
- B. If you hide a tab from a profile, the users in that profile will not be able to see records for that object.
- C. If you have 2 records types for an object, you need to have 2 page layouts for that object.
- D. If a user does not have access to a specific record type, they will still be

**Answer:** ABD

#### NEW QUESTION 129

The only way to test whether a time-dependent workflow rule is executing as expected is to wait.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 133

If a record that has an action pending against it in the time-based workflow queue is modified so that the record no longer meets the criteria or the timing changes, the action will be updated in the queue.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 136

What happens if 1 component of a change set fails to deploy?

- A. Except the failed component, all other components of the change set get deployed
- B. The entire change set gets deployed
- C. The entire change set fails to deploy
- D. The deployment time increases

**Answer:** C

#### NEW QUESTION 141

When creating technical positions, the hiring manager must fill out the certification requirements for the position. When creating non-technical positions, such as positions in Sales & Finance, the certification fields are not required and therefore must not be visible. Which tool would you use to meet the requirements?

- A. Record types
- B. Field-level security
- C. Page Layouts
- D. Page Layouts with Record Types

**Answer:** D

#### NEW QUESTION 143

CORRECT TEXT



Building your Data Model Who can view encrypted fields?

**Answer:**

**Explanation:** Users with the "View Encrypted Data" permission

#### NEW QUESTION 148

CORRECT TEXT

List 5 features which are used to control record access.

**Answer:**

**Explanation:** 1. Organization-wide defaults

2. Roles
3. Public Groups
4. Sharing Rules
5. Manual Sharing

#### NEW QUESTION 152

If a developer wants to set up access in such a way that managers always see records owned by their subordinates, which feature should the developer use?

- A. Organization-wide defaults
- B. Role hierarchy
- C. Manual Sharing
- D. Profiles

**Answer:** B

#### NEW QUESTION 153

CORRECT TEXT

List the 3 Declarative Application building blocks of Business Logic.

**Answer:**

**Explanation:** 1. Workflow

2. Validation Rules
3. Approval Processes

#### NEW QUESTION 158

Master-Detail Relationship, the parent field on the child record can be optional.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 160

CORRECT TEXT

What levels of access can be granted through manual sharing?

**Answer:**

**Explanation:** Full Access Read/Write Read Only

#### NEW QUESTION 164

The option to skip to the next step is available only if a step has subsequent steps.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 167

Which of the following are the 3 layers of an application? (Select all that apply)

- A. User Interface
- B. Business Logic

- C. Business Data
- D. Data Model
- E. Objects

**Answer:** ABD

**Explanation:** Topic 2, Volume B

**NEW QUESTION 169**

If an approver rejects an approval request, then the final rejection actions are always executed.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 170**

You can only use Style tags to change the look and feel of a page.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 173**

CORRECT TEXT

Which are the type of actions that can be specified for an approval process?

**Answer:**

**Explanation:** Initial Submission Actions, Final Approval Actions, Final Rejection Actions, Recall Actions, Approval Actions and Rejection Actions for each step in the approval process.

**NEW QUESTION 175**

A user faces problem while logging into Salesforce. What should administrator do?

- A. Change IP address of the machine
- B. Unlock the user
- C. See login history

**Answer:** C

**NEW QUESTION 179**

CORRECT TEXT

Where can you monitor bulk data load jobs?

**Answer:**

**Explanation:** In the Monitor section in the Setup menu (You must have 'Manage Data Integrations' permission to do this)

**NEW QUESTION 182**

CORRECT TEXT

Which operations are available in roll-up summary field?

**Answer:**

**Explanation:** sum, max, min, count

**NEW QUESTION 185**

CORRECT TEXT

The sales team would like to have a map displaying the company location on the Account page. What tool should you use?

**Answer:**

**Explanation:** Visualforce - you should create a custom page to display a map component and include it in a page layout.

**NEW QUESTION 190**

CORRECT TEXT

Which are the 2 places where activities can be viewed?

**Answer:**

**Explanation:** on the associated records and on the Home tab

**NEW QUESTION 194**

CORRECT TEXT

What are static resources?

**Answer:**

**Explanation:** Uploaded content that can be referenced in a Visualforce page

**NEW QUESTION 195**

What are ways in which you can obtain a record's ID? (Select all that apply.)

- A. URL
- B. Reports
- C. Data Loader
- D. On each record
- E. Import Wizard

**Answer:** ABC

**NEW QUESTION 200**

CORRECT TEXT

The sales team would like to include a Chatter feed about the record on the Contact page. What tool should you use?

**Answer:**

**Explanation:** Page layout - the chatter field can be included by using the page layout without the need for a custom page.

**NEW QUESTION 201**

CORRECT TEXT

Which Assignment Rule is available only if territory management is enabled?

**Answer:**

**Explanation:** Account Assignment Rule

**NEW QUESTION 203**

CORRECT TEXT

The recruiting team would like every section and related list to display as an individual tab that can be viewed when clicked on. Which tool should you use?

**Answer:**

**Explanation:** Visualforce - This requirement can only be fulfilled using Visualforce

**NEW QUESTION 207**

Submitters can always recall approval requests.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 211**

CORRECT TEXT

Out of the custom field types which is not available during data loading using Apex Data Loader?

**Answer:**

**Explanation:** Auto-number

**NEW QUESTION 213**

CORRECT TEXT

What is order of evaluation for record viewing?

**Answer:**

**Explanation:** At profile level

Read All or Modify All, Owner of record, Organization Wide Default, Role hierarchy, Sharing rules

**NEW QUESTION 218**

CORRECT TEXT

How long is the setup audit trail stored for?

**Answer:**

**Explanation:** 180 days

**NEW QUESTION 223**

Which of these standard fields can be tracked through Field HistoryTracking?

- A. Name
- B. Owner
- C. Created By
- D. Last Modified By

**Answer:** AB

**NEW QUESTION 227**

Specifying entry criteria is compulsory for

- A. Workflow rule
- B. Approval process
- C. Both workflow rule and approval process
- D. Neither workflow rule nor approval process

**Answer:** A

**NEW QUESTION 232**

CORRECT TEXT

When would creation of master-detail relationship fail?

**Answer:**

**Explanation:** detail relationships. A standard object can be a child object only in a lookup relationship, not in a master-detail relationship.

**NEW QUESTION 236**

CORRECT TEXT

When can system fields data such as created by and created date be given customized values?

**Answer:**

**Explanation:** ONLY on initial data upload to Salesforce and ONLY when this feature has been enabled by Customer Support

**NEW QUESTION 238**

CORRECT TEXT

To enforce data format using validation rule, which function should be used?

**Answer:**

**Explanation:** REGEX

**NEW QUESTION 241**

You can use the component to deploy a flow within a Visualforce page

- A. True
- B. False

**Answer:** A

**NEW QUESTION 244**

CORRECT TEXT

Which are the 3 tiers of an app?

**Answer:**

**Explanation:** data model, user interface, business logic

**NEW QUESTION 248**

CORRECT TEXT

What is the difference between the 15 digit Sale force record Id and the 18 digit equivalent?

**Answer:**

**Explanation:** The 15 digit Id is case sensitive, where the 18 digit Id is case Insensitive and should be used when analyzing data in case insensitive tools such as Excel

**NEW QUESTION 252**

CORRECT TEXT

What are Visualforce Controllers?

**Answer:**

**Explanation:** A set of instructions that specify what happens when a user interacts with the components specified in the page.

**NEW QUESTION 254**

CORRECT TEXT

Which of the standard fields of a custom object can be modified/specified during data load using Apex Data Loader?

**Answer:**

**Explanation:** Name, Owner

**NEW QUESTION 256**

Universal Containers has two teams - sales team and marketing team. For sales team all stages of lead lifecycle should be available while for marketing team only 3 stages should be available. How can the administrator ensure this?

- A. Create validation rule
- B. Create two different lead processes for sales team and marketing team
- C. Create workflow rule
- D. Create approval process

**Answer:** B

**NEW QUESTION 261**

CORRECT TEXT

List the available tools to develop Visualforce pages

**Answer:**

**Explanation:** Inline editor Force.com IDE in Eclipse Developer console

**NEW QUESTION 264**

CORRECT TEXT

What are the limits for Visualforce pages?

**Answer:**

**Explanation:** Up to 1Mb of content, can display up to 15Mb of data

**NEW QUESTION 269**

CORRECT TEXT

Which are the 4 desktop clients that integrate Salesforce with your PC?

**Answer:**

**Explanation:** Connect for Outlook, Connect for Lotus Notes, Connect for Office, Connect Offline

**NEW QUESTION 270**

A standard field can be marked as external id field.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 271**

CORRECT TEXT

How to remove 'Always on Layout' and 'Required' field from the page layout (blue circle and red asteroid next to this field)?

**Answer:**

**Explanation:** To remove field which is 'Always on Layout' and 'Required' on the page layout, first make it not compulsorily value required by properties -> uncheck 'Required' on page layout itself (click on the wrench symbol next to the field on the page layout), then go to each profile and in 'Field level security section' uncheck 'Visible' checkbox.

**NEW QUESTION 273**

Rollup summary can be created for

- A. Master-detail relationship
- B. Lookup relationship
- C. Both of above

**Answer:** A

**NEW QUESTION 278**

CORRECT TEXT

To enforce data consistency using validation rule, which function should be used?

**Answer:**

**Explanation:** VLOOKUP

**NEW QUESTION 281**

CORRECT TEXT

What is Connect Offline?

**Answer:**

**Explanation:** Connect Offline is a client application that lets you access a subset of Salesforce records using the same browser-based interface as the online system but without an Internet connection.

**NEW QUESTION 285**

CORRECT TEXT

You need to track changes that a developer, who has left, made to the configuration. Which tool should you use?

**Answer:**

**Explanation:** Setup Audit Trail is the only tool that will track changes to the setup and configuration of Salesforce. Field history tracking tracks change s to data, but not to configuration

**NEW QUESTION 287**

CORRECT TEXT

Which are the two types of auto-response rules?

**Answer:**

**Explanation:** Lead auto-response rule, Case auto-response rule

**NEW QUESTION 288**

CORRECT TEXT

The recruiting team would like the Programming Languages field to display only when the department is specified as Engineering on a job application. What tool should you use?

**Answer:**

**Explanation:** Page layout with Record Type - create a record type for certain types of job application records and select to display pertinent fields using page layouts for each record type

**NEW QUESTION 292**

CORRECT TEXT

What is the Developer Console?

**Answer:**

**Explanation:** The developer console is another tool for coding, debugging and testing applications. The developer console can be used to edit Visualforce pages components, and controllers.

**NEW QUESTION 293**

CORRECT TEXT

What attribute of the component can be used to hide the sidebar?

**Answer:**

**Explanation:** sidebar

**NEW QUESTION 294**

CORRECT TEXT

Which are the 4 standard fields of a custom object?

**Answer:**

**Explanation:** Name, Owner, Created By, Last Modified By

**NEW QUESTION 295**

Script tags allow you to create JavaScript (or other types of) functions that can be used with in your pages.

A. True

B. False

**Answer:** A

**NEW QUESTION 297**

Records can enter an approval process based on

A. Based on criteria.

B. If 'All records enter this approval process' checkbox is checked, then all records of that object which are submitted for approval would enter this approval process.

C. Only A is valid

D. Only B is valid

E. Both A and B are valid

**Answer:** A

**NEW QUESTION 298**

New approval steps can be added to an active approval process only if it is deactivated.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 299

The Created Date field can be updated on a record using the Inserting System Fields feature.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 303

If the entry criteria for a step in an approval process are not met, then the record gets rejected.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 304

CORRECT TEXT

What attributes are required for the component?

**Answer:**

**Explanation:** Entity Id

#### NEW QUESTION 307

CORRECT TEXT

How to remove 'Always on Layout' field from the page layout (blue circle next to this field)?

**Answer:**

**Explanation:** To remove field which is 'Always on Layout' on the page layout, go to each profile and in 'Field level security section' uncheck 'Visible' checkbox.

#### NEW QUESTION 312

If the record submitted does not meet the entry criteria of any active approval process, then the record gets rejected.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 314

CORRECT TEXT

What values are available for Field-level security?

**Answer:**

**Explanation:** Visible, Read-Only

#### NEW QUESTION 318

CORRECT TEXT

Up to how many custom fields in a standard or custom object can be marked as external id field?

**Answer:**

**Explanation:** Three

#### NEW QUESTION 323

CORRECT TEXT

What values can be given to a field on the page layout?



**Answer:**

**Explanation:** Required, Read-Only

**NEW QUESTION 327**

Which of these can edit a record during an approval process?

- A. Only Administrator
- B. Only Current approver
- C. Both of above

**Answer:** AC

**NEW QUESTION 328**

CORRECT TEXT

Which field type is not available while creating a new custom field in a newly created custom object?

**Answer:**

**Explanation:** roll-up summary field

**NEW QUESTION 331**

CORRECT TEXT

Name the 5 data management operations

**Answer:**

**Explanation:** Exporting data Deleting data Inserting data Updating data upsetting data

**NEW QUESTION 333**

While adding a contact role to an Account which of these contacts a counter available?

- A. Contacts present in the related list of that Account
- B. All Contacts from the Contact object.

**Answer:** B

**NEW QUESTION 336**

CORRECT TEXT

Which are the 3 types of Assignment Rules?

**Answer:**

**NEW QUESTION 340**

Records can enter a step in an approval process based on

- A. Based on criteria
- B. If 'All records enter this step' checkbox is checked, then all records which have entered this approval process, would enter this step of the approval process
- C. Only A is valid
- D. Only B is valid
- E. Both A and B are valid.

**Answer:** C

**NEW QUESTION 341**

CORRECT TEXT

What is Salesforce CRM Content?

**Answer:**

**Explanation:** With Salesforce CRM Content you can organize, share, search, and manage content within your organization and across key areas of the Salesforce application. Content can include all file types, from traditional business documents such as Microsoft PowerPoint presentations to audio files, video files, Web pages, and Google docs.

Topic 3, Volume C

#### NEW QUESTION 344

CORRECT TEXT

User B has created a Associate record. At the profile level, the profile 'Custom-Recruiter' of User A has only Read, Edit access for Associate. Role of user B is 'Channel Sales Team'. User A belongs to the public group 'All Interviewers'. OWD of Associate is 'Private'. A sharing rule has been created to share Associate records owned by the role 'Channel Sales Team' with the public group 'All Interviewers' with Read/Write access. What access will User A have for the record control?

**Answer:**

**Explanation:** Read and Edit because the sharing rule can make record access lesser restrictive. Thus the statement 'OWD or sharing rule can make access level lesser restrictive but not more restrictive' is valid only if the user has Edit permission at the profile level for that object. Edit permission at profile level means that the user can edit records created by him of that object.

#### NEW QUESTION 346

CORRECT TEXT

A sharing rule has been deleted. But users can still see the records shared by that sharing rule. The system does not seem to be acknowledging that the sharing rule has been deleted. What should be done to overcome this issue?

**Answer:**

**Explanation:** In order to make sure that sharing rules are calculated and acknowledged as they should be, recalculate the rules. Recalculate sharing rules by: a. Navigate to Setup| Security Controls| Sharing Settings b. Under the object where the sharing rule was created or deleted, click on 'Recalculate'. This will reset the record permissions for the object.

#### NEW QUESTION 348

Which of these can have only one of them active at a time?

- A. Validation rule
- B. Assignment rule
- C. Auto-response rule
- D. Workflow rule
- E. Escalation rule
- F. Approval process
- G. Sharing rule

**Answer:** BCE

#### NEW QUESTION 350

CORRECT TEXT

What is the advantage of using Custom Report Type while creating report?

**Answer:**

**Explanation:** If report is made using 'Job Application' object, and 'Job Application' has lookup of 'Position' object, then the report made using 'Job Application' object can have only 'With' relationship. If Custom Report Type is used then the 'With or Without' relationship can also be used.

#### NEW QUESTION 351

OWD of account is public read/write. While creating which of the following, more restrictive values (like public read-only) will be available for sharing?

- A. Sharing rule on Account
- B. Manual sharing rule on any specific account record.
- C. Only i
- D. Only ii
- E. Both i and ii
- F. Neither i nor ii

**Answer:** A

#### NEW QUESTION 352

Automating business processes is possible using

- A. workflow
- B. approval processes
- C. both of above

**Answer:** C

#### NEW QUESTION 357

CORRECT TEXT

How are the results of Analytic snapshots stored?

**Answer:**

**Explanation:** Results of Analytic snapshots are stored as records in the destination object.

**NEW QUESTION 361**

CORRECT TEXT

Which are the 5 actions available with workflow rules?

**Answer:**

**Explanation:** send email, send outbound message, field update, set task, use existing action

**NEW QUESTION 365**

CORRECT TEXT

If OWD of Opportunity is set to private, then which all opportunities can a user view?

**Answer:**

**Explanation:** As OWD of Opportunity is set to private, so any user will be able to view only these opportunities:

1. Opportunities owned by the user.
2. Opportunities shared with the user using Opportunity Sharing Rule.
3. Opportunities owned by users below this user in the organization role hierarchy as 'Grant Access Using Hierarchies' is always checked for standard objects. It cannot be unchecked.
4. Opportunities on which this user has been added as an Opportunity Team member

**NEW QUESTION 369**

When upserting record using Apex Data Loader and using the record id for matching the record, if the value for the record id field is not provided in the csv file or while mapping fields from the csv file to the Salesforce object fields, then

- A. The upsert fails
- B. New record gets created in Salesforce

**Answer:** B

**NEW QUESTION 374**

CORRECT TEXT

Conflict Resolution tool is available in?

**Answer:**

**Explanation:** Connect Offline

**NEW QUESTION 379**

'View All' has been checked at the profile level for a custom object Position. OWD is private of the Position object. A user will be able to view Position records owned by other users.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 380**

CORRECT TEXT

A workflow rule with workflow action of field update is active but is not giving the desired result. What could be the reason?

**Answer:**

**Explanation:** There might be another active workflow rule on the same object which might be giving an output which is conflicting with the output of this workflow rule by updating the same field in some other way. De activate the other workflow rule or check the business logic as to why we are doing multiple field updates on the same field.

**NEW QUESTION 383**

Account object has a custom field 'Tax' of type number. Some account records are present in Salesforce which do not have any value in this field. This custom field is now made a required field by editing it. The editing will fail as some records are present which do not have a value for this field.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 388**

Sharing rules can be more restrictive than the Organization Wide Default.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 393**

CORRECT TEXT

For the 'Clone' button to appear on a record page, what permission should be available at the profile level for that object in the profile to which the user belongs?

**Answer:**

**Explanation:** Create

**NEW QUESTION 396**

Once a sharing rule has been created to share Account records with Public Group A with read/write access to the shared accounts, then this sharing rule can be modified to share the Account records with Public Group B with read-only access.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 397**

CORRECT TEXT

If a Custom Summary Field/Formula is created in a Custom Report, then which operations can be performed by this field on any of the fields of the primary object or related object?

**Answer:**

**Explanation:** Sum, Largest value, Smallest Value, Average

**NEW QUESTION 398**

'View All' has been checked at the profile level for a custom object Position but 'Modify All' has not been checked. OWD is read/write of the Position object. Any user can delete Position records owned by other users.

- A. True
- B. False
- C. Depends

**Answer:** C

**NEW QUESTION 399**

CORRECT TEXT

What does Sales Stages refer to?

**Answer:**

**Explanation:** Stage picklist of opportunity

**NEW QUESTION 400**

User B has created an Associate record. At the profile level, the profile 'Custom-Recruiter' of User A has Read, Edit access for Associate. OWD of Associate is 'Public Read/Write'. What access will User A have for the record created by User B?

- A. Read and Edit because OWD can make record access lesser restrictive
- B. Only Read

**Answer:** A

**NEW QUESTION 405**

Account object has a custom field 'Tax' of type number. Two account records are present in Salesforce which have the same value in this field say 5000. This

custom field is now made a unique field by editing it. The editing will fail as two records are present which have the same value for this field.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 409**

CORRECT TEXT

What is campaign influence?

**Answer:**

**Explanation:** Because opportunities are usually influenced by more than one campaign, the campaign influence feature allows you to manually or automatically associate multiple influential campaigns to a single opportunity.

**NEW QUESTION 413**

CORRECT TEXT

If a custom object is a child in a master-detail relationship, then its OWD setting is?

**Answer:**

**Explanation:** Controlled by Parent

**NEW QUESTION 417**

CORRECT TEXT

Queues exist for which objects?

**Answer:**

**Explanation:** Queues exist for, Leads, Cases and custom objects.

**NEW QUESTION 418**

CORRECT TEXT

What is used for tracking changes to configuration of Salesforce CRM?

**Answer:**

**Explanation:** Setup Audit Trail

**NEW QUESTION 421**

Since Apex sharing reasons are not available for standard objects, so sharing individual records of standard objects is not possible.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 426**

In the initial sync of a quote with an opportunity

- A. Quote line items will replace opportunity products
- B. Opportunity products will replace Quote line items

**Answer:** A

**NEW QUESTION 429**

Organization wide default (OWD) is the first check used for determining access to records a user does not own.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 433**

OWD of Position object is public read/write. A sharing rule is created to share Position records owned by Role A with Role B with read only access. For users of

Role B, the Position records will be

- A. read/write
- B. read-only
- C. The creation of the sharing rule fails as OWD is lesser restrictive

**Answer:** A

#### NEW QUESTION 437

A standard object can be a child object in a

- A. master-detail relationship
- B. lookup relationship
- C. Both of above are possible

**Answer:** B

#### NEW QUESTION 441

Once a sharing rule has been created based on owner, then it can be modified to make it a sharing rule based on criteria.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 444

CORRECT TEXT

'New Meeting Request' button is available on the Open Activities related list on the detail pages of which objects?

**Answer:**

**Explanation:** contacts, leads, and person accounts

#### NEW QUESTION 449

CORRECT TEXT

What is the use of Data Categories?

**Answer:**

**Explanation:** objects. It means none of the fields are tracked for any of the objects. Any changes to records owned by a user are automatically followed on Chatter. To disable this feature, go to Setup -> My Chatter Settings -> My Feeds and check the checkbox for 'Stop automatically

#### NEW QUESTION 451

A manual sharing can be created using the Apex Data Loader.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 455

If OWD is private for a custom object Position, then a user can view only those Position records which are owned by him if no one down the role hierarchy below him has created any Position record and there is no sharing rule on Position object.

- A. Always true
- B. Not always true

**Answer:** B

#### NEW QUESTION 458

CORRECT TEXT

The 'Sharing' button has been added to the page layout of 'Associate' custom object. On any Associate record, the Sharing button is not visible for sharing that record using an Apex Sharing Reason. What could be the reason?

**Answer:**

**Explanation:** OWD of Associate must be public read/write. So sharing is not required for any Associate record. So the Sharing button does not show up.

#### NEW QUESTION 459

An object can have

- A. A master-detail relationship with itself
- B. A lookup relationship with itself
- C. Both of above are possible

**Answer:** B

#### NEW QUESTION 463

External id can be used for matching record during which of these operations using the Apex Data Loader

- A. upsert
- B. update
- C. delete

**Answer:** A

#### NEW QUESTION 468

Account object has a custom field 'Tax' of type number. Two account records are present in Salesforce, account name Acc1 has value 7 in this field while account name Acc2 does not have any value in this field. This custom field Tax is now given a default value of 89 by editing it. Which of these cases will happen:

- A. The Tax field of Acc2 will get the value 89 and all accounts created henceforth will have the default value 89 in this Tax field
- B. The Tax field of Acc2 will r

**Answer:** B

#### NEW QUESTION 471

CORRECT TEXT

'Sharing' button has been added to the page layout of the 'Account' object. OWD of account is public read/write. On any Account record, the Sharing button is still visible for sharing that record using an Apex Sharing Reason. What could be the reason?

**Answer:**

**Explanation:** The OWD of the related opportunities, cases or contacts could be private or public read-only. So there is scope for sharing the account.

#### NEW QUESTION 472

If the email id of an inactive user in Salesforce is changed then:

- A. An email is sent immediately to the new email id for verifying the new email id.
- B. An email is sent to the new email id for verifying the new email id only when the user is activated.
- C. An email is NOT sent to the new email id for verifying the new email id as the email id was changed when the user was inactive.
- D. Such a mail would be sent only if the email id of an active user is changed.

**Answer:** C

#### NEW QUESTION 477

CORRECT TEXT

A new time trigger (like '3 hours after Rule Trigger Date' which is part of 'Time-Dependant Workflow Actions') cannot be added to a workflow rule under which cases using the 'Add Time Trigger' button?

**Answer:**

**Explanation:** If the workflow rule is active

If any time-based workflow action is pending to be executed on any of the existing time triggers of that workflow rule (like say any field update workflow action pending of time trigger

'1 Hour After Rule Trigger Date'). So deactivating this workflow rule will not suffice. Deleting the record (if feasible) on which time-based workflow action is pending will make 'Add Time Trigger' button active again. c. If the workflow rule is to be executed

#### NEW QUESTION 481

CORRECT TEXT

What are the various ways of making a tab (say Leads) hidden for any profile?

**Answer:**

**Explanation:** Make it 'Tab Hidden' at profile level. (Other options are 'Default On' and 'Default Off').  
Remove Read access on Leads at the profile level. The tab automatically becomes hidden for that profile.

#### NEW QUESTION 483



If a record of Associate custom object has been shared using an Apex Sharing Reason, then that Apex Sharing Reason cannot be deleted until the sharing of that record is changed to use some other Apex Sharing Reason.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 487

CORRECT TEXT

For which objects, cloning is not possible?

**Answer:**

**Explanation:** Account, Solution, User

#### NEW QUESTION 491

'View All' has been checked at the profile level for a custom object Position but 'Modify All' has not been checked. OWD is read/write of the Position object. For any user having this profile Position records owned by other users will be read/write.

- A. True
- B. False
- C. Depends

**Answer:** C

#### NEW QUESTION 493

For manual sharing of any account record, by default the owner of the record has Full Access to the account record and has Read/Write access on the related contacts, opportunities, cases. The Read/Write access on the related contacts, opportunities, cases can be made more restrictive for the owner like read-only by creating a new manual sharing rule for that account record and selecting the owner's name from within the Users list.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 497

Which record type will get assigned to a record being created?

- A. Record type assigned by user while creating the record
- B. Record type assigned by workflow rule using workflow action of type 'Field Update'.

**Answer:** B

#### NEW QUESTION 499

Which of these cannot be deactivated?

- A. Validation rule
- B. Workflow rule
- C. Approval process
- D. Sharing rule
- E. Apex triggers
- F. Escalation rule
- G. Assignment rule
- H. Auto-response rule.

**Answer:** D

#### NEW QUESTION 500

If a role is added to Case Team, then it will get added to which of the following teams?

- A. Account Team
- B. Sales Team
- C. None of them

**Answer:** C

#### NEW QUESTION 502

CORRECT TEXT

Who all have a lifecycle?

**Answer:**



**Explanation:** Lifecycles

Opportunities have Stage picklist and Sales Processes based on the values in this Stage picklist. Leads have Lead Status picklist and Lead Processes based on the values in this Lead Status picklist. Cases have Status picklist and Support Processes based on the values in this Status picklist. Solutions have Status picklist and Solution Processes based on the values in this Status picklist. Quotes, Contracts have Status picklist but no processes associated to limit a

**NEW QUESTION 505**

A workflow rule can have a workflow action of type 'Field Update' to determine which record type should be assigned to the created record.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 508**

Custom Summary Field/Formula is available only in report generated from Custom Report Type using with or without relationship with some other object.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 510**

Multi select picklist can be dependant field only and not a controlling field.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 513**

An Account record is owned by user A. For user B the 'Sharing' option would appear on this record if

- A. User B has 'View All' permission at profile level for Account
- B. User B has 'Modify All' permission at profile level for Account
- C. OWD of Account is public read/writ
- D. User B has 'Delete' permission at profile level for Account.

**Answer:** B

**NEW QUESTION 514**

OWD of Account is private then OWD of Opportunity can be private or public read-only or public read/write.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 519**

Automatic case escalation can be disabled.

- A. True
- B. False

**Answer:** A

**Explanation:** Topic 4, Volume D

**NEW QUESTION 521**

CORRECT TEXT

Which objects are available while importing data using the import wizard?

**Answer:**

**Explanation:** Lead, Account, Contact, Solution, custom objects

**NEW QUESTION 524**

On the Campaign detail page, the 'Campaign Members' related list refers to the people:

- A. Who will be targeted by this campaign (for generating sales opportunities i.
- B. orders)
- C. On whose behalf the emails et

D. will be sent while executing this campaign

**Answer:** A

#### NEW QUESTION 528

A lead can have more than one values in the lead status picklist with the 'Converted' checkbox checked for them so that these values are available while converting the lead to be assigned to the 'Status' picklist as the converted status.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 529

CORRECT TEXT

User A belongs to profile 'Custom – Recruiter'. At the profile level (Path as per Enhanced Profile User Interface, Setup -> Manage Users -> Profiles -> Custom – Recruiter -> Objects and Tabs -> Accounts) he does not have Read access on Account object. But yet he is able to see, edit, delete account records. What could be the reason?

**Answer:**

**Explanation:** The profile 'Custom – Recruiter' has 'Modify All Data' enabled at this path, Setup -> Manage Users -> Profiles -> Custom – Recruiter -> System Permissions. (Path is as per Enhanced Profile User Interface.) This gives all users belonging to this profile the ability to read, edit, create, delete any type of data across all apps. Checking 'Modify All Data' automatically checks 'View All Data'.

#### NEW QUESTION 534

CORRECT TEXT

From where would you add the Default Account Team?

**Answer:**

**Explanation:** From Setup > My Personal Information > Personal Information > Default Account Team related list

#### NEW QUESTION 539

CORRECT TEXT

For which objects mass email can be sent, How is it achieved?

**Answer:**

**Explanation:** Mass email can be sent to Leads, Contacts and Cases. This is achieved by: Clicking the link 'Mass Email Leads' on the Leads tab. Clicking the link 'Mass Email Contacts' on the Contacts tab. Clicking the link 'Mass Email Cases' on the Cases tab.

#### NEW QUESTION 544

In Salesforce Mobile, a user profile like Custom – Recruiter can be assigned only one Mobile Configuration at a time.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 549

CORRECT TEXT

What are the drawbacks of quick create?

**Answer:**

**Explanation:** The fields which are displayed in the quick create page layout (e.g. while creating a new contact, if we use quick create to create a new account on the fly) cannot be modified/selected/chosen by us & validation rules don't fire (for the account which is created quickly using quick create) which is a limitation of Salesforce.

#### NEW QUESTION 551

CORRECT TEXT

What is a price book?

**Answer:**

**Explanation:** Price Books are a list of products with specifically defined unit prices and currencies. A price book can be set up for multiple currencies. When organizing products into price books, keep in mind that an opportunity or quote can include products only from a single price book. To add or edit products in a price book, click the price book name.

#### NEW QUESTION 553

While converting a lead

- A. The update trigger of lead will fire
- B. The delete trigger of lead will fire
- C. Both update trigger & delete trigger of lead will fire
- D. Neither update trigger nor delete trigger of lead will fire

**Answer:** D

#### NEW QUESTION 558

CORRECT TEXT

Which are the OOTB reports which will give information about campaign effectiveness?

**Answer:**

**Explanation:** Campaign ROI Analysis Report, Campaign Revenue Report, Campaigns with Influenced Opportunities

#### NEW QUESTION 562

CORRECT TEXT

If there is a custom validation rule on a custom object Position for the custom text field Location to make sure that this field is not left blank, then what are the various ways of bypassing this validation rule?

**Answer:**

**Explanation:** a. Deactivate the validation rule. b. Provide a value to this field in the before insert/update trigger on the Location object if this field has been left blank.

#### NEW QUESTION 564

If multiple active approval processes exist on Account & an account record submitted for approval meets the entry criteria of multiple approval processes, then it cannot be guaranteed which approval process the record will enter.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 567

Which of these can be cloned?

- A. Workflow rule
- B. Approval process
- C. Both of above

**Answer:** C

#### NEW QUESTION 570

CORRECT TEXT

While creating record type specifying associated process is compulsory (like Sales process for Opportunity or Support process for Case or Lead process for Lead or Solution process for Solution) OR while creating process specifying associated record type is compulsory?

**Answer:**

**Explanation:** While creating record type specifying associated process is compulsory. So process has to be created first.

#### NEW QUESTION 571

CORRECT TEXT

What is the difference between Apex Data Loader and Import Wizard as far as displaying error messages is concerned?

**Answer:**

**Explanation:** Apex Data Loader

Always gives error messages for failures. Error message given if text value provided in field of type number and loading of the record fails irrespective of whether

the field is a compulsorily required field or not. Import Wizard. Is not consistent in giving error messages. For example, if a text value is specified in a field of type number (PAN number custom field created on Contact of type Number),

#### NEW QUESTION 575

While creating a list view for opportunities if the filter chosen is “My Opportunity Teams” then this list view will list these opportunities:

- A. Opportunities owned by that user even if that user is not a member of the Opportunity Teams of those opportunities
- B. Only those opportunities owned by that user in which he is also a member of the Opportunity Teams of those opportunities
- C. Opportunities owned by that user or any other user in which he is a member of the Opp

**Answer:** C

#### NEW QUESTION 577

Which of these values can a ‘if’ function used in a validation rule have in either the 2nd or the 3rd parameter?

- A. true
- B. false
- C. 1
- D. null

**Answer:** AB

#### NEW QUESTION 579

CORRECT TEXT

Can attachments to Salesforce records be attached using the Apex Data Loader?

**Answer:**

**Explanation:** The csv file would need to have these columns: ParentId – the Salesforce ID of the parent record to which the attachment should be attached. For example, Account record ID 0019000000CZYfN Name

The name with which this attachment should be saved in SFDC (We can give any name, not necessary it should be the file name) File Attachment1 IsPrivate 0 if the attachment is not private; 1 if it is private. OwnerId

#### NEW QUESTION 583

A single Sales Process can be assigned to multiple opportunity record types.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 588

CORRECT TEXT

What is the difference between Apex Data Loader and Import Wizard as far as record loading is concerned?

**Answer:**

**Explanation:** Apex Data Loader, Loading of a record fails if even one column/field has invalid data in it. Import Wizard, Inconsistent behavior. Sometimes the field with invalid data is not loaded but the remaining record gets loaded as mentioned above when text value was provided in a field of type number but the field was not a compulsorily required field. The record loading fails if this field is made a compulsorily required field.

#### NEW QUESTION 591

CORRECT TEXT

Which permissions does the File Owner have in Chatter which a File Collaborator does not have?

**Answer:**

**Explanation:** ‘Make files private’ permission and ‘delete files’ permission. A File Collaborator has these permissions on a file View, download, share, change permission, edit the file, upload new versions of the file while a File Owner has these permissions on a file. View, download, share, change permission, edit the file, upload new versions of the file, make files private, delete files.

#### NEW QUESTION 595

CORRECT TEXT

A UK user creates a task on a lead for an Indian user for 24/07/2012. The reminder for the task is scheduled for 13:00 on 24/07/2012. The difference between UK time & India time is 4.5 hours. When the India user logs in, he will see the reminder scheduled for 13:00 or 17:30?

**Answer:**

**Explanation:** 17:30

**NEW QUESTION 597**

CORRECT TEXT

User A belongs to profile 'Custom – Recruiter'. At the profile level (Path as per Enhanced Profile User Interface, Setup -> Manage Users -> Profiles -> Custom – Recruiter -> Objects and Tabs -> Accounts) he does not have Read access on Account object. But yet he is able to view account records. He is not able to edit or delete account records. What could be the reason?

**Answer:**

**Explanation:** The profile 'Custom – Recruiter' has 'View All Data' enabled at this path, Setup -> Manage Users -> Profiles -> Custom – Recruiter -> System Permissions. (Path is as per Enhanced Profile User Interface). This gives all users belonging to this profile the ability to view any type of data across all apps.

**NEW QUESTION 599**

A single Sales Process can be assigned to multiple opportunity record types.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 601**

CORRECT TEXT

Why is picklist values limiting of Stage picklist (of Opportunity) not implemented directly through picklists available for editing for the record type?

**Answer:**

**Explanation:** With Sales Process many different Sales Processes can be created with different values in the Stage picklist for each of them & they can be used interchangeably with any record type on a plug-n-play basis. Otherwise the values in the Stage picklist would have to be tediously modified each time if it were done using picklist available for editing for any record type.

**NEW QUESTION 604**

CORRECT TEXT

Which elements can be stored in folders?

**Answer:**

**Explanation:** Reports, dashboards, documents

**NEW QUESTION 606**

CORRECT TEXT

What is running user in a dashboard?

**Answer:**

**Explanation:** Reports have only 'Reports Folder' to decide who can view the reports in that folder. Dashboards have 'Dashboard Folder' as well as 'Running User' to decide who can view the dashboards in that 'Dashboard Folder'. Each dashboard has a running user, whose security settings determine which data to display in a dashboard. To select the running user for a dashboard: 1.Edit a dashboard. 2.In the View dashboard as field, enter a running user. Enter "\*" to see all available

**NEW QUESTION 609**

Files tab shows files from:

- A. Documents
- B. Salesforce CRM content from the libraries one is a member of from one's personal libraries
- C. Files from chatter from the groups one is a member of

**Answer:** BC

**NEW QUESTION 611**

CORRECT TEXT

While creating an approval process and assigning the next approver using the hierarchy relationship field on user [Option's exact name is "Automatically assign an approver using a standard or custom hierarchy field"], which is the standard user field available?

**Answer:**

**Explanation:** Manager

**NEW QUESTION 612**

CORRECT TEXT

Which are the dashboard types?

**Answer:**

**Explanation:** Charts (Horizontal bar chart, Vertical bar chart, Line chart, Pie chart, Donut chart, Funnel chart), Gauges, Tables, Metrics, Visualforce pages.

**NEW QUESTION 613**

The values available in the Stage picklist of opportunity can be limited by creating a Sales Process for opportunity or from the picklists available for editing from any record type of opportunity.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 618**

If a submitted record meets entry criteria of multiple approval processes, then which approval process will it enter?

- A. The first one
- B. Randomly chosen one
- C. Each one of them one after the other

**Answer:** A

**NEW QUESTION 622**

Users or contacts can be added to the 'Account Team' of an account.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 626**

CORRECT TEXT

Can an administrator view the reports stored in any user's 'My Personal Custom Reports' folder?

**Answer:**

**Explanation:** No

**NEW QUESTION 630**

Specifying entry criteria is compulsory for:

- A. Workflow rule
- B. Approval process
- C. Both

**Answer:** A

**NEW QUESTION 634**

CORRECT TEXT

What is a Quote Line Item?

**Answer:**

**Explanation:** 'Quote Line Items' is a related list on a quote. A quote can be treated for an opportunity. For adding a Quote Line Item to the 'Quote Line Items' related list, click on 'Add Line Item'. Then select any one price book. Then select any of the products available in that price book. Modify the prices if required and specify quantity for each product. A Line Item in the 'Quote Line Items' related list is nothing but a product from the Price Book selected for this Quote.

**NEW QUESTION 638**

Under which of these cases the deletion of an account will fail?

- i) The account has a related case
- ii) The account has a related entitlement

- A. i only
- B. ii only
- C. both a and b

**Answer:** C

#### NEW QUESTION 639

CORRECT TEXT

For which objects is field history tracking available & for which is it not available?

**Answer:**

**Explanation:** Field history tracking is available for Account, Leads, Contact, Opportunity, Cases, Contract, Solution, custom objects. It is not available for Activities, Campaign, Quotes, Product, Ideas, Asset, User

#### NEW QUESTION 644

CORRECT TEXT

Which will execute first Apex Scheduler code or workflow rules?

**Answer:**

**Explanation:** Apex Scheduler code will execute first at the specified time. If the Apex Scheduler code causes updation of any record then the triggers & workflow rules for that object will execute.

#### NEW QUESTION 646

If any workflow rule is having a task of send email in which a particular user is a recipient of that email, then that user can be deactivated only if the workflow rule is deactivated.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 647

CORRECT TEXT

Which are the 3 types of page layouts?

**Answer:**

**Explanation:** Detail, mini, console

#### NEW QUESTION 650

CORRECT TEXT

If at the profile level, 'Password Never Expires' has been checked but at Setup > Security Controls > Password Policies if it is specified that password expires in 30 days, then which of the two would be true for users of that profile?

**Answer:**

**Explanation:** 'Password Never Expires' specified at profile level would hold true.

#### NEW QUESTION 654

Which elements can be stored in folders?

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 657

If an opportunity team member is cloned (From the opportunity team related list of an opportunity record by clicking on the team member name & then clicking on 'Clone'), a new user record gets created.

- A. True
- B. False

**Answer:** B



**NEW QUESTION 661**

A record created meets entry criteria of multiple workflow rules. Which of the workflow rules will execute?

- A. The first one
- B. Randomly chosen one
- C. Each one of them one after the other

**Answer:** C

**NEW QUESTION 663**

CORRECT TEXT

What levels of access can be granted using sharing rules?

**Answer:**

**Explanation:** 1. Read-Only 2. Read/Write Granting 'Full Access' is not possible using sharing rules.

**NEW QUESTION 665**

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